

# ANNUAL REPORT

# 20 20



## LASTING LEGACY



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## AASUCCESS OVERVIEW

Letter From Our Chairwoman	1
2006 to Now	2
Our Vision	4
Our Members' Experience	5
Why Life Skills Impact Students	6

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## LIFE SKILLS ACADEMY

Letter from Our LSA Director	8
Core Values Training	9
Innovation Sessions	10
Guest Speakers	11
DELTA	12

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## APPLYING LIFE SKILLS

Student-Run Projects	14
Year in Review	20
Applying Life Skills Outside of AASuccess	22

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## FINANCE

By the Numbers	25
Thank You Donors	26
Ways to Support Us	27

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# Thriving in 2020

## Proud and Grateful

As I reflected upon this past year and recalled the many challenges our staff members, students, and loved ones have been through, I am overwhelmed with gratitude that our AASuccess family has not only made it through this historical year, but we have done so while deepening the meaning of our work and working towards our mission.

Ever since our founding days in 2006, our organization has been passionate about our mission of serving young people. When the COVID-19 pandemic hit, our “normal” operational schedule was interrupted significantly. Though this setback in our operations posed a significant problem at first, we quickly realized that there were other deeply-rooted issues to uncover. While school was out for students, we were reminded of why life skills matter. While we were on lockdown, we were reminded of why creating and protecting community values matter. While we couldn’t gather in groups, we were reminded of why giving back and sharing kindness still matters. **For AASuccess, 2020 made us reflect deeply on WHY we started our mission of building future leaders and WHAT ethical and humanitarian values we want to inspire in our youth; these reflections have truly motivated us to be stronger and to do better for a brighter tomorrow.**

Our YouthCon 2020 theme was “Lasting Legacy,” which sought to encourage young students to become knowledgeable of the issues within and beyond their community and take action to positively influence our society. This theme has carried a greater meaning beyond YouthCon as we experienced this tumultuous past year. As all of our daily routines were disrupted, we had more

**While we were on lockdown, we were reminded of why creating and protecting community values matter.**



meaningful conversations with our students about what they valued most in life and the importance of resilience. As long-standing issues of racial injustice, workplace diversity, and healthcare inequity culminated into mass demonstrations throughout our nation, we had an open dialogue with all of our members, and together decided to firmly denounce racism and unjust violence. As we



**For AASuccess, 2020 made us reflect deeply on WHY we started our mission of building future leaders and WHAT ethical and humanitarian values we want to inspire in our youth; these reflections have truly motivated us to be stronger and to do better for a brighter tomorrow.**

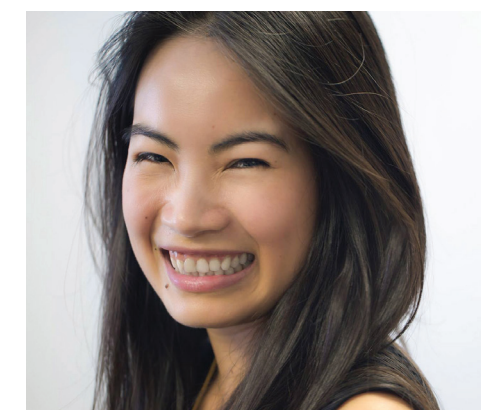
and worked together towards building virtual bridges within our community, fostering stronger bonds between our students and mentors alike, and leaving a long-lasting impact on our communities through the passion and action of our members. I am very proud of how we have grown together as an organization and how our enduring mission and purpose have impacted our community positively.

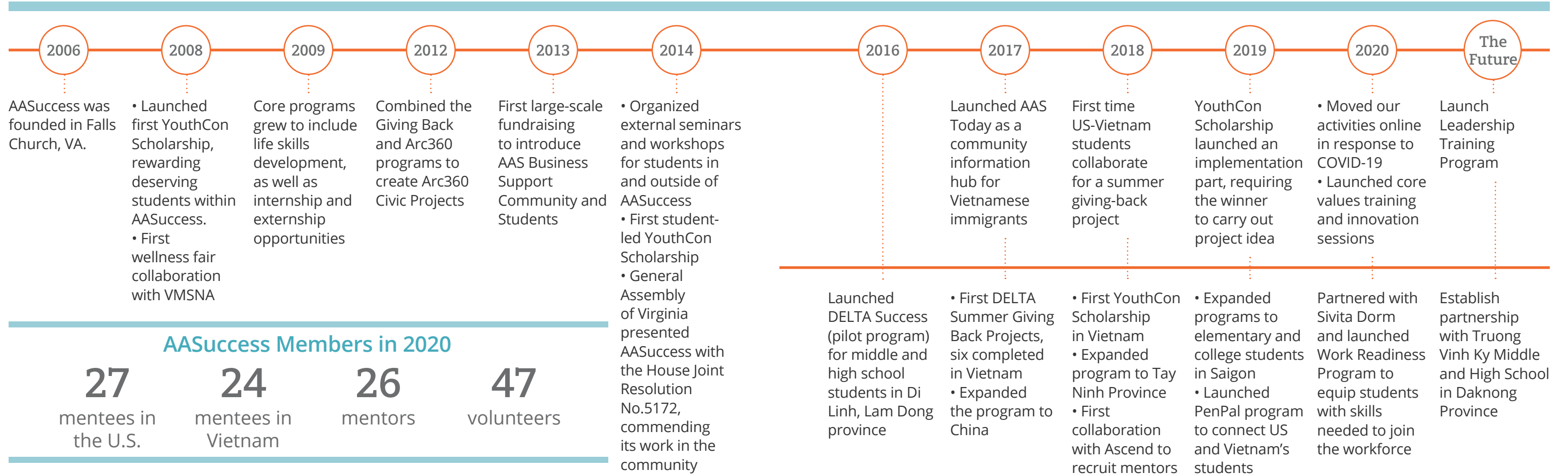
Together, we faced many dark moments this past year, and the turn of the new year does not mean our problems will disappear. However, as we look to 2021, I see a brighter and better future because of our AASuccess family. Because of their values and their heart of giving back, I draw inspiration from them for more strength, and I am guided by the candle they hold as we are led to brighter days. I express my deep gratitude to our donors and supporters of AASuccess. Your partnership and

endless support of our AASuccess family has reaffirmed our mission and ensured our success in 2020. Please continue to stay healthy and safe as we follow the light of a brighter and better future in this new year.

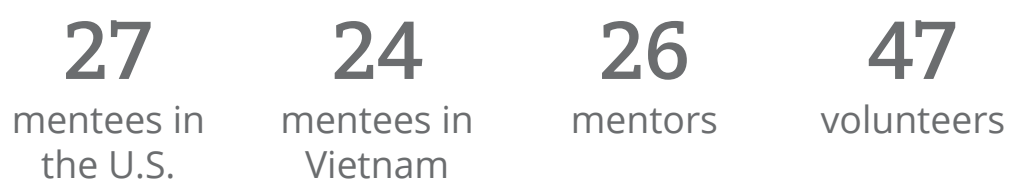
With lots of love and gratitude,

Khue Bui  
Chairwoman



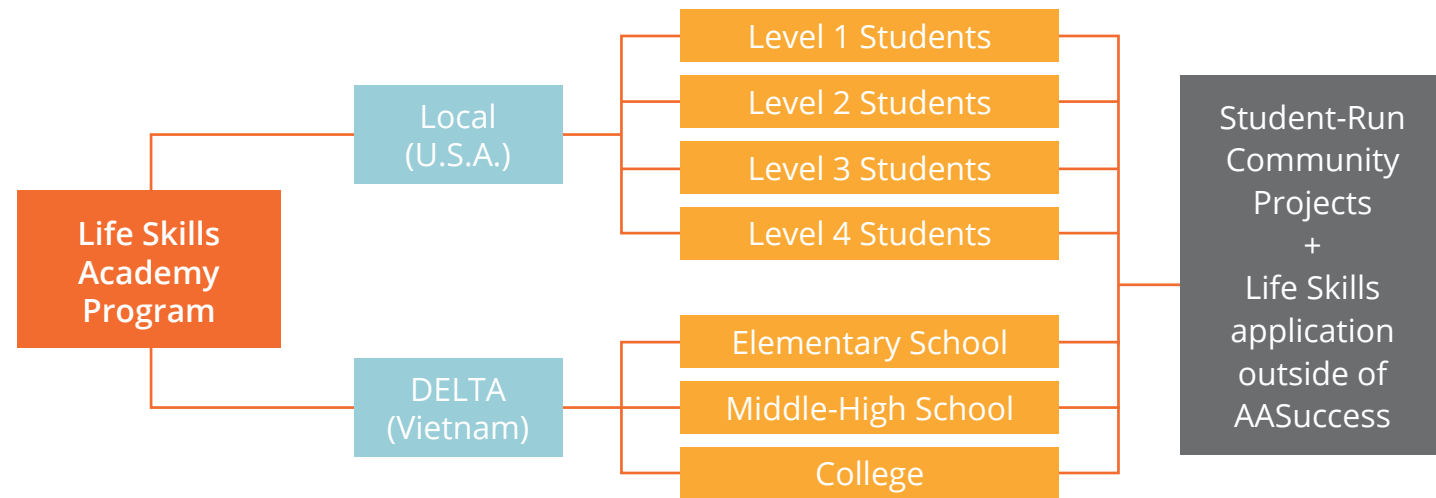


**AASuccess Members in 2020**



# Who We Are

Local and global Life Skills programs to cultivate future leaders



# Our Vision

The future for our youth

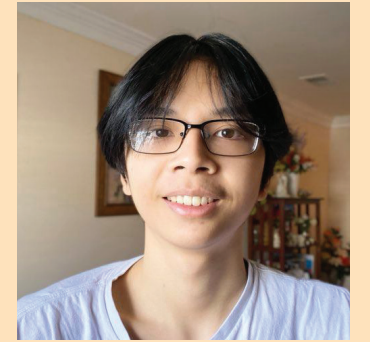
AASuccess’s vision is to empower young people to achieve their true potential, while cultivating future leaders to spread ethical and humanitarian values throughout our communities. We are passionate about our mission because young people are our future. In this fast-paced and changing world, we teach our members to search and discover their life values, empower them to thrive, and most importantly, become people with character and integrity. We understand that each young individual is unique and has different needs, and we work hard to build an environment of trust that enables their success. Soon, they will be future leaders, responsible citizens, and agents for positive change in our community.



**McKenzie Tran**  
Level 1, 15

I joined AASuccess about two years ago during the summer as an effort to branch out and contribute to my community. Since then, I have met many new people who have had a great impact on my growth. I learned valuable life skills that helped me as a person and a student. I received an opportunity to improve as a speaker and involve myself in different projects. That’s why I am grateful to have taken part in this moving group.

**Nathan Nguyen**  
Level 1, 15



I joined AASuccess in 2019 after my sister’s recommendation. Initially, I joined to improve my academics skills, but it has also helped me become a better person. As I matured, being in AASuccess felt more of a place for self-improvement and having a fun experience rather than another day of learning. They got me to realize life is bigger than getting good grades in school.

**Polaris Luu**  
US & DELTA Mentor



I joined AASuccess in September 2019 because I wanted to help students prepare for their personal life and professional life journeys. I find working with the students and staff highly rewarding and personally satisfying. AASuccess truly does strive to provide an environment conducive to learning and growth for all involved. I always learn something new while talking and listening to the students at AASuccess!



**Tram Nguyen**  
DELTA, Grade 9

My name is Tram. I’m 14 years old and I come from Vietnam. I joined one of the courses provided by the DELTA Success Program. I felt that it was really interesting and fun. My English skills have improved, and I built a strong connection with my first mentor, so I want to join again in the future. I believe it will make me more confident when speaking English. I loved doing some of the activities that AASuccess organized. For example, the community project was my favorite. It led me to learn something new after joining these activities, and I met so many new people.



**Nguyen Trung Dung**  
DELTA, College

I am Nguyen Trung Dung. Joining the Work Readiness Program was a wonderful experience that I will never forget. I joined the program because I want to prepare for the skills needed when going to work!! And AASuccess gives me exactly what I need. I like meeting my mentor every week. Every week is a new experience for me with my mentor.

**Serena Nguyen**  
DELTA Mentor



I always love seeing the end-of-program presentations, it’s great to see how far each student has come and to hear about what they care about.

# Why Life Skills Impact Students

## Life Skill Cultivates Future Leaders

**2,707** hours spent on life skills training  
(83% increase from 2019)



### We partner with students who:

- Voice their opinions
- Share their stories
- Discover their passions and values

### We inspire:

- Growth mindsets
- Core values such as empathy and integrity
- A spirit of giving back

### They grow by:

- Leading real projects with community impact
- Learning as they experience real-life collaborative work
- Exploring their passions, interests, and values

### They lead by:

- Give back and inspiring others in their professional and personal social circles
- Enacting changes in their communities by advocating for and acting on their passions
- Becoming civic-minded, philanthropic leaders who embody the “spirit of giving back”

## Meet Wendy Yuan

### Follow her journey at AASuccess



**June 2015**

Joined AASuccess as a Level 3 student.  
Mentor: Dave Nguyen

After college, Wendy joined AASuccess and became Dave’s mentee. She shared during her LSA sessions with Dave work-related issues, specifically how to leverage her likability in various challenges. Listening to these issues, Dave guided her to analyze the situation to see things from different angles. This was the beginning of her life skills journey.



**2016**

From Dave over time, Wendy was able to increase her emotional intelligence and empathy, which helped her analyze people better. Dave saw how Wendy’s skills had grown, so he pushed her to mentor younger students. She was nervous about mentoring another student, but with Dave’s support and her knowledge of life skills, she took on the challenge.



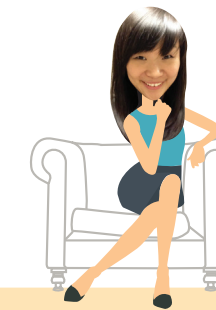
**2017**

As time went on, Wendy’s life skills became more polished, and the LSA sessions shifted to business skills like project and people management, strategic planning, and decision making. Dave created more opportunities for Wendy to step out of her comfort zone. Soon after, she became the community project lead. The role created new challenges for Wendy to solve, but she put her life skills to use and learned to stay curious, take risks, make mistakes, be authentic, and speak up.



**2018-2020**

Wendy stayed with AASuccess and got more involved as a staff member, including leading Youthcon scholarships and mentoring more students. She got married in 2018 and many AASuccess members celebrated with her at the wedding. She didn’t imagine the magnitude of how much she would end up caring for this organization, its students, and its staff.



**2020**

After five years with AASuccess, Wendy’s development of life skills and immense self-growth paid off. She became the LSA director, overseeing the core value training for all students and mentors at AASuccess, and joined the organization’s board of directors.

At times, it was hard to do these things, but the kindness in our family helped me to stay afloat. They never gave up on me! That’s the real beauty of our organization. We’re all constantly learning from one another and growing together. This is the environment to learn from my failures, while being surrounded by wonderful human beings.

— Wendy Yuan

**50%** of current AASuccess board members are former AASuccess students

# Letter From Our LSA Director

2020 drastically changed how we live our day-to-day lives. As places shut down in response to the public health crisis, AASuccess also put the safety of its members first. Instead of commuting to our office every Saturday morning, I now wake up and walk to my computer. I'll spend the next couple of hours working with students and collaborating with mentors on improving the virtual AASuccess experience.

Saturdays in the “new normal” have allowed us to slow down to focus on the essentials. Though AASuccess’s core values have always been reflected

in our organization’s conduct, activities, and mentorship, the global pandemic not only drove us to deepen the bonds of our mentors and students alike but also to empower our students to conduct themselves accordingly based on these values. With a team of dedicated volunteers, mentors, and even students, AASuccess was able to create the Core Value Training sessions, inspiring and encouraging our students to think critically beyond what they normally would, through core value-based teaching materials and realistic case studies.

With the success of these core value sessions, we started to see the significant impact the group discussions and case study evaluations had on the personal growth and critical thinking skills of our students. In response, we created another student-run platform – the Innovation Sessions – where students and mentors can collaborate with one another, empower one another to be innovative, and grow together.

Our sister program, DELTA Success in Vietnam, was always a virtual program. But during this uncertain year, we were also able to expand and create the



2019



Work Readiness Program. This program prepares college students for the workplace by teaching them a specific set of business skills. Although some students faced English challenges, all students completed their projects with flying colors, as their mentors cheered them on.

In a way, 2020 did provide a fresh start to a new decade. While we had to alter the way we teach life skills, foster relationships, and create memories, we were able to do so through the heart and resilience of our members. Though I'm sure 2021 will have its own set of challenges, I'm also confident in the foundation and bonds we have forged in 2020 will allow our AASuccess family to move forward into 2021 with a brighter future ahead.

**With a team of mentors and students, AASuccess was able to create the Core Value Training sessions, inspiring and encouraging our students to think critically beyond what they normally would, through core value-based teaching materials and realistic case studies.**

# Virtual Core Values Training & Mentoring

The pandemic presented a new problem to AASuccess: how to carry forth AASuccess’s Life Skills Academy (LSA) program with everyone in quarantine. Ashley Rodriguez, a high school senior and intern at AASuccess, saw the opportunity to improve the student experience in LSA. **Her ingenuity and innovation led to the creation of the Core Value Training sessions, providing all students a platform to learn values together, apply them to their endeavors, and grow in their communities.**

She contributed her unique perspective as a student in developing training materials by including relatable topics for students to discuss. She even worked one-on-one with students to develop their unique case studies on topics such as empathy, integrity, and emotional intelligence to make training sessions engaging for all students. Ashley motivated these students to think creatively and guided them to become facilitators by practicing with them how to carry out dynamic, student-driven discussions.

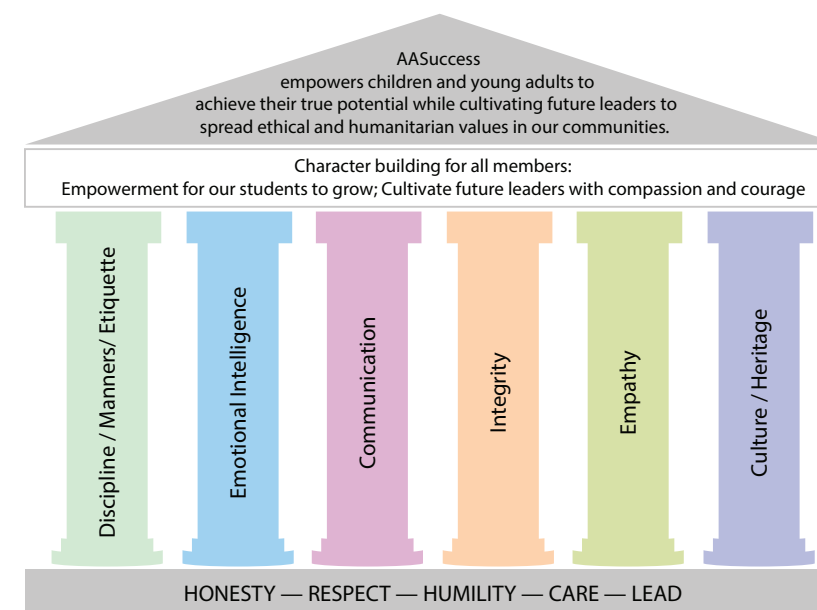
The AASuccess mission and vision are built on its core values, and 2020 showed that the Core Values Training is more important than ever. **Ashley’s Core Value Sessions left a lasting impression on AASuccess and its students. She demonstrated the value of student-driven, team-based learning when unleashing our students’ potential.** Additionally, as a result of the Core Value Training sessions, Ashley and Polaris (mentor) created the Core Value Pillars, so future members can learn and lead with the values AASuccess champions: etiquette and discipline, emotional intelligence, communication, integrity, empathy, and culture.



# Pillars of Character

All great organizations have a strong framework that provides direction and strength as the organization strives towards its vision. **The strong framework of AASuccess is illustrated in the Pillar Diagram: from the solid foundation, to the**

**core values, mission, and vision.** Each aspect of the framework is integral to the others forming what is AASuccess. **All students of AASuccess embody the attributes identified in the foundation,** and on that foundation all students build and maintain the pillars that bear the AASuccess mission and vision. Moreover, these pillars represent the core values that are essential not just to AASuccess, but also crucial to each student’s personal, academic, and professional lives. The core values identified in our Pillars are what the Life Skills Academy seeks to cultivate in each student. The Life Skills Academy seeks to ensure that students enter society as mature, centered, and focused young adults with the skills necessary for success in their personal, academic, professional, and philanthropic goals.



## Breakthrough Leadership through AASuccess Weekly Innovation Sessions

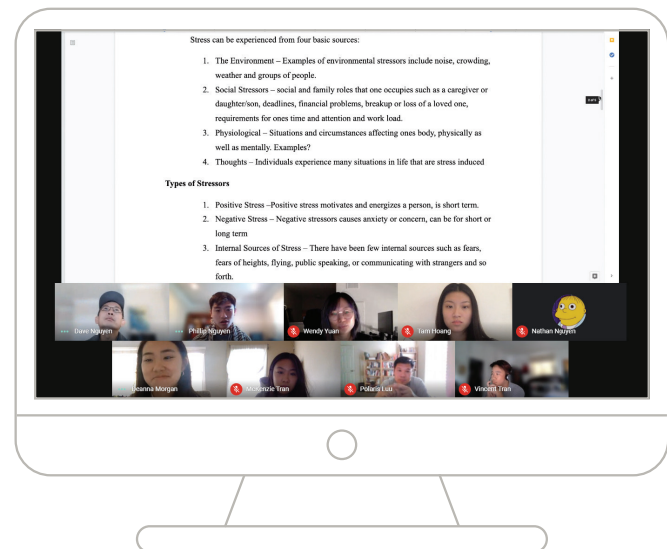
As innovation continues to play an integral role in the growth of corporations and nonprofits, our students work under the guidance of accomplished innovation experts to collaboratively identify, gain sponsorship for, and undertake likely innovation initiatives that will create tangible value for the students and their communities. The weekly Innovation Sessions, led by Dave Nguyen and Phillip Nguyen, guides AASuccess students to think outside the box and encourages them to get out of their comfort zones. Phillip, a senior at Falls Church High School, is able to facilitate meaningful discussions through these sessions about how to be a better student, person, and leader in the community. The topics discussed during these dynamic sessions, such as the importance of intrinsic motivation, bridging the gap between information economies and innovation, and stress management, allow Phillip to consistently motivate his peers to challenge themselves and view the world around them through multiple lenses. From this, Phillip

and Dave hope to inspire growth mindsets, practice innovative and divergent thinking strategies, and foster a collaborative environment for their peers to explore these various perspectives. As they enter 2021, they hope to add new and innovative approaches to their Innovation Sessions in the near future and leave all AASuccess students with broadened mindsets and the courage to seek different perspectives, creating lasting, positive social change and empowering a new generation of innovators.



*"I wanted to do an innovation session because I wasn't as involved in AASuccess as I hoped to be. This led to my desire to prove to my mentor and peers that I'm not lazy. I hoped that Dave would spark the motivation I needed. Three months later, I've taught 11 sessions and attracted others to join my team. From this, I learned that sometimes you have to take a risk and be willing to see it through. The lesson I took from this now impact the decisions I make in and out of AASuccess."*

— Phillip Nguyen, 12th Grade, Falls Church High School



## Real-Life Experience: Professionals to Students



### Panel Discussion: Working as an Asian American

Four guests shared their racial experiences in the workplace and how they thrive in their respective career fields. Panelists, Tom Dang, Nadya Subyakto, Ruby Wang, and Raj Dinh shared how they overcome their struggles by using courage, communication, and emotional intelligence. Students learned that speaking up and talking dynamically, building relationships, and taking risks will help them the most in the workplace.



### The 5 Love Languages

With the help of CJ Manuel, AASuccess students and mentors went in depth on how they may express love. CJ taught us that everyone expresses love differently and have different preferences on how to receive love. Our students realized how they may be different from their friends and family. They learned how to classify the different love expressions, as well as common ways to receive and express love to others.



### Empowering Women: Thuc Hoang

Needing to work with older men in her profession, Mrs. Thuc Hoang has lots of experience with racism and sexism in her career. She had an honest conversation with the female students and staff on how to deal with people who talk down to you and how to grow as a person. To be the best we can be, our students learned to reject labels others put onto you, learn to analyze different types of personalities, and most importantly, stay authentic so you can build honest relationships.



### Growing Pains: Keri Tran

One of the most important lessons Dr. Keri Tran learned as a student while building her dentist clinic is to always try to fail, and fail fast! Without the fear of failing, it's much easier to learn the lesson from each failure and use it to your advantage. She shared this with our students to enforce the habit of learning from our failures. The importance of staying resilient and curious was also a theme echoed during her visit. These two traits are intertwined with learning from mistakes, allowing anyone to achieve their goals.



## Why We Expanded to Vietnam

We observed a need for life skills outside of the academic environment in Asia. The DELTA Success global program was created to bring our Life Skills Academy to the youth in Asia, specifically Vietnam. Via virtual interactions with mentors, students receive lessons to improve their English and gain essential life skills that prepare them for life after school, while being inspired to do good in their communities at their own capacity.

## Our Programs

### Beginner Level (Elementary - High School)

- 1:1 mentorship focusing on students' self awareness and confidence
- Nurture a giving-back spirit through small group projects in their local community

### Intermediate Level (College)

- 1:1 mentorship focusing on students' self-identity, career aspiration and motivation
- Training with professionals in the U.S. and Vietnam
- Hands-on practical projects in professional settings
- Lead giving-back projects to serve local communities

## Our Vision is to Help Students like Thuat Vu

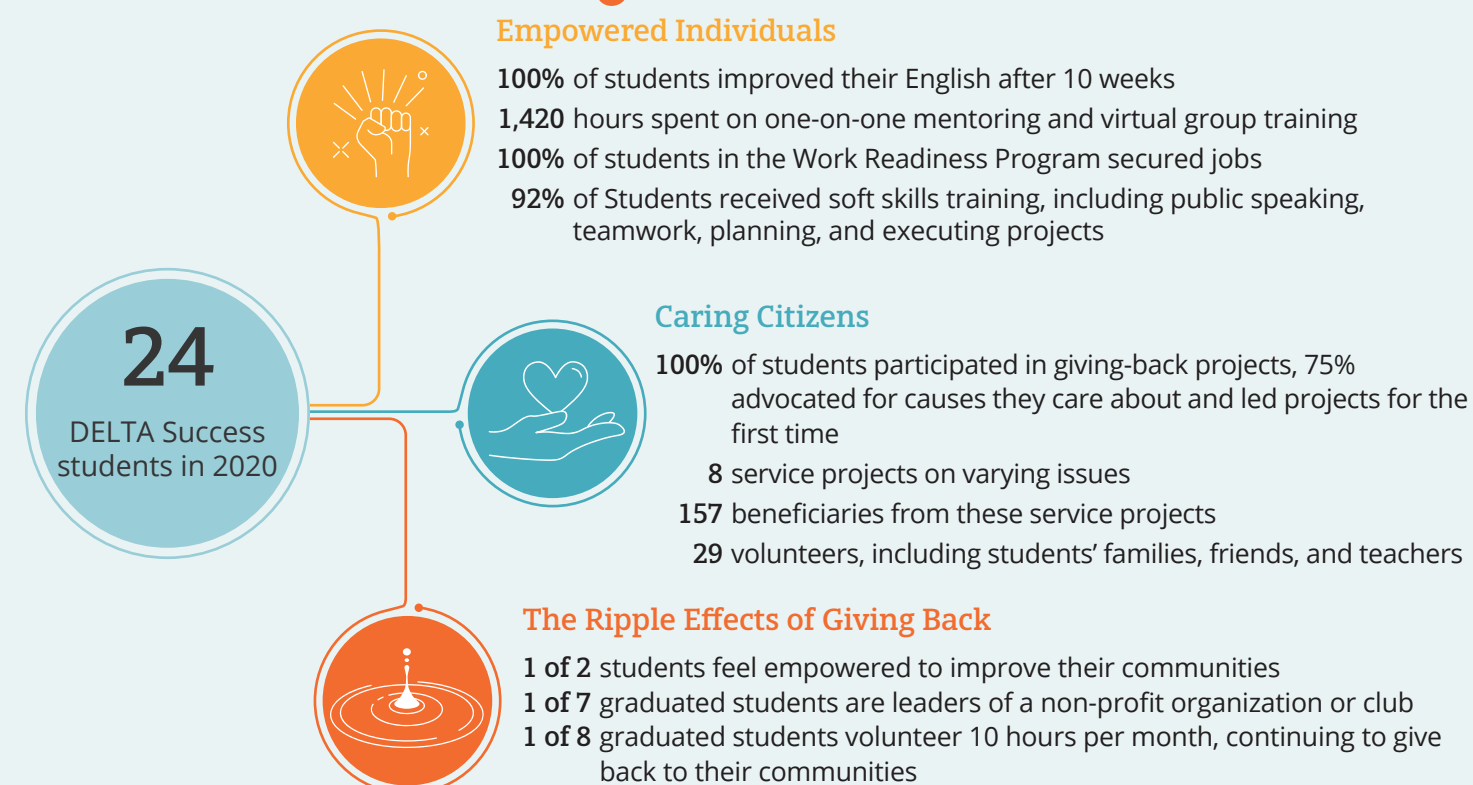


Upon graduation from our program, Thuat stayed in touch with his mentor and remains determined to share what he learned with others by leading the Student Association in his school. Thuat continues to volunteer about 15 hours every month.

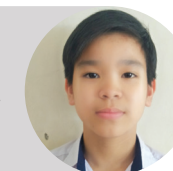
## How We Work

The program matches students in Vietnam with trusted U.S. mentors. They meet online weekly to discuss a variety of topics, helping them build confidence and self-awareness via language training and public speaking. Mentors also motivate students to look towards their communities to develop "a spirit of giving back." Students reflect on their roles within the community — demonstrating empathy, care, and compassion towards others.

## DELTA Success Program in 2020



"My son was in the community project and talked to less fortunate people for the first time. He showed true care for others after the project, which is refreshing. He's started something small, but it sparked his interest in doing more for the community."  
— Pham Thi Van, mother of Nam Nguyen, 13



"I am proud that my student actually executed his community project and did a great job on the final presentation."  
— Anh Cao, MS, University of Louisville, DELTA Mentor

"It's great to be able to connect with students across the globe and to help them build confidence in their abilities as future leaders."  
— Tammy Nguyen, Child Psychiatry Program, Emory University, DELTA Mentor



# Student-Run Projects

The student-run projects allow our students to practice skills and values they're taught during one-on-one mentoring sessions and group learning platforms. This year, our students spent 2,462 hours on planning and executing their projects. These projects provide them an outlet to channel their courage and empower them to work on projects they're passionate about. They can make a real impact in their communities!

## Fitness Bingo Boards

May 2020 - June 2020

Daniel Nguyen, McKenzie Tran, Jenna Buffenbarger, and Colby Pham

As quarantine was enforced, finding the motivation to exercise is difficult. As a result, the Wellness Bingo Competition was created as a fun, engaging way to get all AASuccess members to exercise and take care of their physical and mental health.

**Impact:** The AASuccess family bonded over the project and motivated one another during the competition.



Everyone tried new at-home activities such as squats, listening to music, calling a loved one, and learned to integrate these activities into their lifestyle as we adjusted to the new norm.

*"I had fun completing the fitness bingos and enjoyed seeing other members participate. I was more motivated to exercise and contribute to a team. I hope we'll do more of this activity, as it's a good way to get everyone up and running together."*

— McKenzie Tran, 9th Grade, Oakton High School

## Mini Newspaper

May 2020 - Present

Jenna Buffenbarger and Phillip Nguyen

The Mini Newspaper was created to spread joy among the AASuccess community. It's a collection of monthly updates, project summaries, shout-outs, and insightful interviews of our key members.

**Impact:** Since the first issue, members have enjoyed reading these funny and meaningful short articles. It served as a platform where all members could relieve their stress by reading lighthearted topics like the latest trends, or sharing jokes, and learning more about mentors and mentees.



## 2020 YouthCon Scholarship

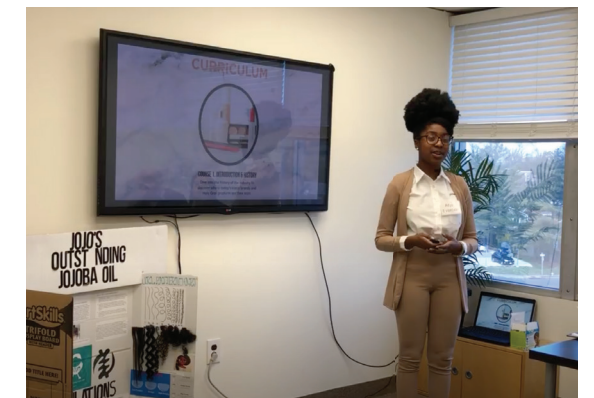
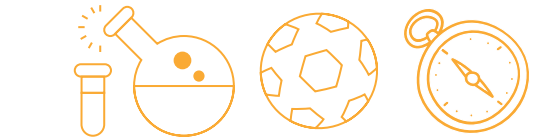
September 2019 - March 2020

Daniel Nguyen, Ashley Rodriguez, and Jennifer Hoang

The YouthCon Scholarship encourages high school students living in the Washington D.C. Metropolitan area to be actively involved with philanthropic work and motivate them to make a difference in their local communities. The first place scholarship award totals \$4,000 and is given to innovative and motivated students that show a strong giving-back spirit and are in pursuit of strengthening their presentation, writing, and leadership skills.

**Essay Prompt:** Here at AASuccess, the cycle of giving back is an integral part of our mission. We believe that every act of generosity ripples throughout its community and inspires change. Share with us a local or community issue you are passionate about. Given a budget of \$200, how would you use your skillset to create a project that would leave a lasting legacy of giving back in your community?

**Impact:** After succeeding in the essay and oral presentation rounds, the first place winner of the 2020 scholarship, Elizabeth Nguyen, worked with the YouthCon team to carry out her winning project idea. She collected new and gently used sports equipment while also raising \$640 to buy new equipment for the students of the James Lee Community Center.



## The Period Project

November 2019 - January 2020

Ashley Rodriguez

Nationwide, menstrual poverty is a stigmatized issue traditionally discussed behind closed doors. In order to raise awareness and end the stigma in her community, Ashley Rodriguez, a senior at Falls Church High School and a Level 2 AASuccess student, started the Period Project to increase knowledge about the dehumanizing effects of menstrual poverty in America.

**Impact:** Through this project, Ashley was able to contact 12 local women’s shelters that have demonstrated the need for menstrual hygiene products. With the generous donations that she’s collected, \$1,300 worth of feminine hygiene products were donated in January to the following shelters and organizations: Homestretch, Thrive D.C., A-Span Ending Homelessness in Arlington, Bridges to Independence, Patrick Henry’s Family Shelter, and BRAWS.



*“The Period Project gave me the opportunity to not only express, but also act on my concern for menstrual poverty. The amount of love and support that I received from both students and mentors at AASuccess, as well as my family and friends, was unexpected and very humbling. I felt empowered by my conversations with individuals who began as mere strangers but became wholehearted supporters as I informed them of the growing issue of menstrual poverty in our community. Being able to turn what started as an idea into a tangible fundraiser showed me the power and importance of enacting change to realize my passions.”*

— Ashley Rodriguez, 12th Grade, Falls Church High School



## Christmas Gift Giving

December 20, 2020

Nancy Cu

AASuccess members came together to spread happiness and joy during the Christmas season by buying, wrapping, and delivering gifts to children in need.

**Impact:** We partnered with Direct Support for Immigrants to identify 12 disadvantaged families with young children in Takoma, Maryland, and provided them with gifts, toys, and grocery gift cards, giving them a joyous Christmas.



## Fundraising for the Koalas

January 2020 - February 2020

All AASuccess students

As an initiative to support Australia’s 2020 bushfire relief efforts, AASuccess students and mentors banded together to create a fundraising campaign in the form of bingo boards.

**Impact:** After a month of fundraising via social media, the AASuccess family adopted and gave five koalas a safe home and donated \$360 to the WWF Australia Bushfire Emergency Fund to further help this environmental issue.

*“Working on the Lasting Legacy Infographic Project was essential in helping me become the team member, and leader I am now. One thing I learned through this project was the intricacies of working with others. From the emails I wrote, to the calls I’m in, every aspect of my choices reflect on my self-branding and the environment I have created for my team, whether that be positive or negative. While I’m certain that I’ll learn new things as I continue to work on the next infographic, I’m grateful that I was able to connect and work with my peers, learning the importance of a strong lead and an even stronger support system.”*

— Kathleen Pham, 11th Grade, Freedom High School

# Racial Disparity in Education

### Issue #1

**People of color tend to have higher poverty rates.**

Black people have the highest poverty rate and limited access to school resources, extracurriculars, and summer activities.

### Poverty Rates Among Races

Black	21.1%
Hispanic	17.2%
AAPL	9.7%
White	9%

### Issue #2

**The lack of home internet access is an educational barrier for Black students.**

Among 3 to 18-year-old students, the percentage of those who had home internet access...

- Among Black students without home internet access, **39%** said that it was because the internet was too expensive, suggesting that their...

## Lasting Legacy Project

June 2020 - Present  
Kathleen Pham

As the nation witnessed ongoing attacks against the black community, AASuccess organized service projects dedicated towards raising awareness for racial equality. Students and mentors worked together to brainstorm innovative projects to combat racial inequality through social media campaigns and educational forums.

**Impact:** AASuccess members created infographics, highlighting five main issues the black community endures and shared it on all of our social media platforms. This project inspired students to replicate the format, help the Hispanic community, and partner with other organizations to raise awareness on issues they face.

## LSA For Elementary Students

June 2020

Ha Nguyen, Long Le, Tho Nguyen, and Vu Tran

As part of the live project of the Work Readiness Program, four college students in Vietnam planned, organized, and hosted a free life skills workshop for a classroom of elementary school students about how to manage money wisely.

**Impact:** After the workshop, all 150 elementary school students showed a deeper understanding of the importance of saving money. It taught them how to budget smartly and efficiently. Through these lessons, they can use the knowledge in the short-term and long-term futures to help their family, their peers, and most importantly themselves.



## Viet Technology Workshop

October 2020 - November 2020

Dung Nguyen, Phuong Tong, Nguyen Tran, and Nam Truong

As our world advances, there is a growing fear of adaptations to modern technology. Four college students from AASuccess's Work Readiness Program in Vietnam put together an innovative technology workshop that introduced the pros and cons of modern technology.

**Impact:** More than 30 students ranging from freshmen to seniors in college participated in this workshop, learning to equip themselves with not only soft skills but also with technical skills. This workshop inspired them to take courses in programming languages and pursue self-learning courses to get ahead of the trends in technology. Prior to this workshop, they wouldn't have considered going into these lessons.



*"Through this project, we learned that we should use courage to share our difficulties in teamwork so that other people can help us finish all the assignments in a timely manner."*

— Nguyen Tran, Senior, Ton Duc Thang University

## Making Hand Sanitizer

August 2020 - October 2020

Tram Nguyen and Truc Ta

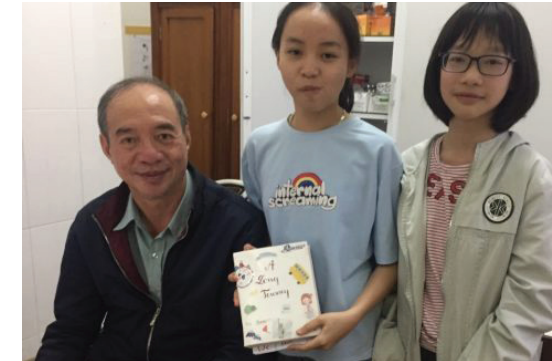
Since the COVID-19 outbreak in Vietnam, hand sanitizer has become difficult to obtain. Two students made their own hand sanitizer to give out to underserved communities in Vietnam. Through this, they hoped to spread awareness about the dangers of this virus and how to prevent it.

**Impact:** 60 bottles were made and given out to underserved communities of Di Linh and Lam Dong. The two young students got to know people in both towns, and shared ways to practice safety to ensure good health.



*"Overall we felt great about the project. This is our first time doing charity, but we've learned so many new things about the community we live in."*

— Tram Nguyen and Truc Ta, 9th Grade, Nguyen Du Secondary School



## Scrapbook for Doctors

August 2020 - October 2020

Tran Le and Phuong Bui

In efforts to give healthcare providers encouragement to continue fighting this pandemic, two students composed a scrapbook filled with positive and motivational words to give the healthcare providers at their local hospitals.

**Impact:** After receiving the scrapbook, Dr. Dung, was filled with joy. The scrapbook gave him extra motivation to fight this pandemic. The young students also engaged in a conversation with him, which helped them understand more about his job.



## Recycling for Neighbors

August 2020- October 2020

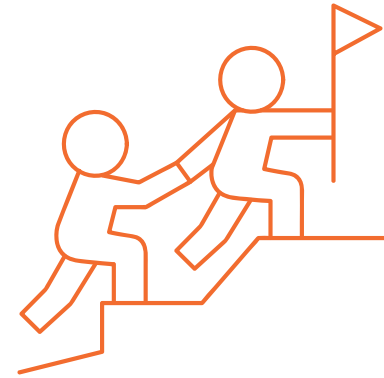
Khoi-Nguyen Nguyen and Nam Nguyen

Two students in Vietnam helped people in their neighborhood while also protecting the environment. They collected recycled trash and used the money for underserved families.

**Impact:** In two months, they raised 300,000 VND. They used the money on food, water, and presents for three families. The families now had necessities within reach and had one less thing to worry about. The two students also played with the children, which touched the families' hearts.

Participation in the Life Skills Academy resulted in a significant impact that goes beyond AASuccess. We measure success by how motivated and confident our students feel and their growth towards their ambitions in becoming successful leaders and future philanthropists.

We conduct quarterly assessments with all students to measure this impact. From these evaluations, we subsequently develop plans to help them achieve their personal and professional goals. Our results show that AASuccess students have improved across a range of impact indicators, including their motivation, grit, empathy, confidence, and leadership skills.



95%

of students constantly apply life skills and core values to their real-world projects and future opportunities

80%

of students expressed they are equipped to overcome challenges (i.e. stress levels, home life, and school to reduce their own negativities)

75%

of students actively participate in various activities in order to strengthen their health and wellbeing

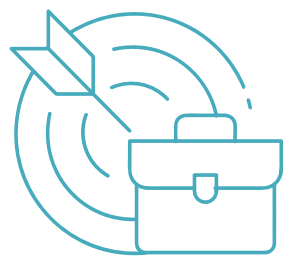


**LIFE SKILLS IMPACT: Self Development**

# Year in Review — 2020

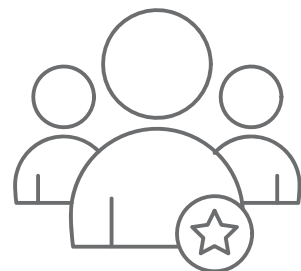
75%

students and alumni have stated that AASuccess Life Skills Training has made a significant impact in their career growth



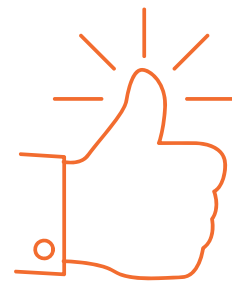
1 of 3

students aspire to become a leader and participate in our Leadership Training Program



100%

of students and alumni have said training workshops and projects at AASuccess have been very useful



15

community projects were created in the U.S. (7) and Vietnam (8)

These projects have advocated for diverse issues such as environmental, social, health, technological, financial, humanity, and educational issues.



\$18k

have been raised to support charity and student-led community projects. Students fundraised \$1,500, resulting in 334 beneficiaries from these projects

43 of 51

students participated in community projects

29 of 51

students led their own community projects

**LIFE SKILLS IMPACT: Leadership Development**

**COMMUNITY SERVICE IMPACT**

# How Our Students Create Impact Elsewhere



**Kathleen Pham**

Level 1, 16

The life skills that I've learned in AASuccess impacted my life, especially within the clubs I run at school. Recently, two of my officers were in a heated disagreement. I applied emotional intelligence to identify the problem and mediated the situation. I used empathy and communication skills, specifically from AASuccess's crucial conversation module, to bring them back together. Because of the skills I applied, AASuccess contributed to my personal growth, and the improvement of my team as a whole.



**Tam Hoang**

Level 1, 17

I gained new knowledge here that I wouldn't have thoroughly learned elsewhere. Empathy and integrity allowed me to understand myself better, while innovation helped me to solve complex problems in school. As a cheerleader, I use these skills to help my teammates and lead them to a positive mindset. These skills also help me to understand my peers and give them hope during challenging times. Through AASuccess, I grew tremendously and also shared new knowledge with others, helping them to grow.



**Billy Nguyen**

Level 3, 20

AASuccess taught me skills I could apply in college. During my sophomore year (pre-COVID), I was at an ultimate frisbee tournament, one of my teammates kept rushing to throw, resulting in turnovers and points for the other team. I had a talk with him on the sideline. Surprisingly, he later had zero turnovers. Even though we didn't win, I was glad that I helped make the job of my other teammates a little easier. It was a good lesson of how powerful assertive communication, along with empathy and courage, can be.

**Deanna Morgan**

Level 2, 16

During my first months at AASuccess, I was working on gaining the highest award in Girl Scouts. I decided to do a project geared towards helping minority groups who needed help improving their English skills. I applied many core values of AASuccess such as leadership, empathy, and communication skills. I displayed them throughout my project planning and execution, using proper business etiquette to reach out to organizations for help. I also practiced leadership skills to guide students through my program through a professional setting.



**Vincent Tran**

Level 1, 17

In AASuccess, we are taught that having the right mindset is crucial and important so individuals can develop. Learning what growth mindset is motivated me to push harder. I'm fortunate enough to be in a band and perform with different people. There are times where I mess up and receive criticism. I used to have a fixed mindset, got discouraged and wanted to give up. Improving my mindset helps me overcome challenges by managing my thoughts and understanding that there's always room for improvement. I enjoy sharing my knowledge with others. I have peers who have yet to learn what growth mindset is. I always encourage others around me to stay positive and take the challenges as an opportunity to grow.



# Finance

## Our Main Sources of Income:

1 Private donors (individuals, parents, etc.)

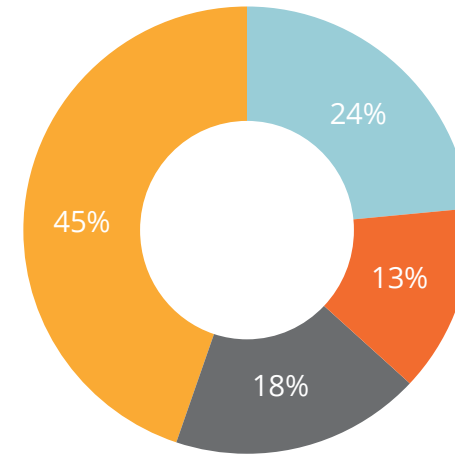
2 Sustaining Members Program

3 Business Support Community Partners



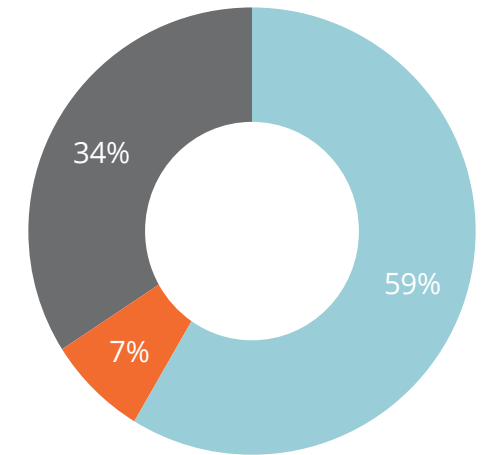
Our gross income in 2020 is \$66,781, total expense is \$53,184, and net income is \$13,597.

Income breakdown



- Sustaining Members
- Board of Directors (BOD)
- Annual Donation
- Community Project Sponsorship

Expense breakdown



- LSA Operational Cost
- Internship & Stipend
- Community Projects

The main income generators for AASuccess were from individual annual donations, contributions from our Board of Directors, and donations from sustaining members. Most of our funding came from recurring donors who continually believe in and sustain our Life Skills Academy Program and support our student-led community projects.

In 2020, 89.4% of total expenses went towards supporting charitable programs:

- 59% - Life Skills Operations directed to students (\$1,000 per student on average)
- 34% - Student-led projects and charities provided by AASuccess
- 7% - Students' internships

Income Breakdown	
Sustaining Members	\$15,740
Board of Directors (BOD)	\$9,000
Annual Donation	\$11,958
Community Project Sponsorship	\$30,083
<b>Total Income</b>	<b>\$66,781</b>

Expenses Breakdown	
Life Skills Operations	\$31,357
Student Internship & Stipend	\$3,924
Student-led Community Projects	\$17,903
<b>Total Expense</b>	<b>\$53,184</b>

Due to the pandemic, AASuccess switched our weekly LSA operation to be run virtually. Our overhead expense dropped 13% compared to previous years. With this decrease, we were able to allocate funds to provide and support students with more leadership opportunities on community projects such as: The Period Project, Christmas gift wrapping, and fundraising for koalas. We were also able to offer virtual summer internships for five high school students, providing them real-life work experience in a professional setting.

# With Gratitude

Our income stems from the kindness of local businesses and people in our community. We can't stress enough how grateful we are for the financial support that enables us to do what we do, year after year. A majority of our funding is from recurring donors, and we want to give a special thanks to these folks for continually believing in our dream to help the youth and support our flagship programs!

THE  
**PLEIN FAMILY**  
CHARITABLE TRUST

*Kim Dung T. Tran*

**Platinum Sponsors**  
(\$5,000+)

Donald Le  
Khue Bui  
The Plein Charitable Trust  
Kim Dung T. Tran

**Gold Sponsors**  
(\$2,500+)

Dave Nguyen  
James Kelman  
Vihanh Tham

**Silver Sponsors**  
(\$1,000+)

Chapman Petersen  
David Montanari  
Holly Nail Spa, LLC.  
James Pan  
Jim H. Alstrum-Acevedo  
Kim Ha Ly  
Linh Tran  
Minh Pham  
Polaris X Luu  
The Center for Asian American Success

**Bronze Sponsors**  
(\$500+)

Bryant Bui  
Herbert Tran & Cynthia E. Tran  
Mai Diem Cook

**Individual Donors**

Aaron Poh  
Abisola Okusaga  
Andrew Tran  
Ashley Rodriguez  
Cyan Manuel  
Dennis Romero  
Hoa Quynh Tran & Son Anh Le  
Jing Jing Song  
Kevin Lee  
Lani Nguyen  
Mehran Irdmoussa  
My Nguyen  
Robert Brown  
Stanley Kober  
Thao Phuong Le  
The Ngoc Nguyen  
Thien-An Tran (Nick Tran)  
Thomas Nguyen  
Thuy-Ai Nguyen  
Wendy Yuan

**Corporate Donations/Match**

Fannie Mae  
Giant Food Stores, LLC.  
GEICO  
Pyramid Systems  
Thompson Gray, Inc.  
USAA  
Willis Towers Watson



**Become a Volunteer**

AASuccess offers a wide array of volunteer opportunities. Our goal is to serve the community around us, building stronger structure for the organization, and provide a rich and meaningful experience to the volunteers that dedicate their time. We provide both long-term and short-term volunteer opportunities with flexible hours to fit with each volunteer's schedule.

**Become a Donor**

AASuccess's students are our utmost focus and treasure. We work hard to create a safe and stable office space to ensure our underage students' development. We continue to build our internal staff resources to ensure our operation and programs run efficiently as we serve more students yearly. By giving a financial gift to our 501(c)(3) AASuccess, you support our group of individuals from all backgrounds and generations, who are committed to taking action that improves our community.

**Become a Guest Speaker**

AASuccess welcomes professionals from all work fields to come and share their experiences with our student members. Not only does this enrich the learning experiences at AASuccess, it also provides an engaging environment for students to meet, connect, and share their points of view with the guest speakers. Hosted every month, the AASuccess Seminar Program is open to both student members and outside guests. Topics cover a wide array of fields, such as business, career development, writing, public speaking, finance, and AI.

Join **Our**  
**Family**



## CONTACT

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## CONNECT

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[Instagram.com/AASuccess\\_07](https://Instagram.com/AASuccess_07)

